

ENCOMPASS ONLINE

▶ Please Select One

122

124 126

MAIN HELP

102

Resource Center : SAMPLE PROPOSALS

108 110

SAMPLE PROPOSALS | PROPOSAL MATERIALS | PROPOSAL TEMPLATES

120

Fleet Optimization

> View Sample

112

Product Sales

> View Sample

104

Proposal Management Center : PROPOSAL STATUS

114 116

PROPOSAL STATUS | SALES SUMMARY

Status	Proposal Name	Customer Name	Owner	Units	Potential Revenue
In Process	Fleet Optimization Proposal	Dancing Pixels	REP. MNTSALES1	0	\$0.00
In Process	Fleet Optimization #2	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In Process	GEM Proposal	The Gallup Organization	MANAGER, MNTSALES	1	\$48,000.00
In Process	Quick 1	ABC Corporation	REP. MNTSALES1	1	\$0.00
In Process	Test Commission Cales	Blake Handler, Co.	MANAGER, MNTSALES	0	\$0.00
In Process	Test Commission Cales	Blake Handler, Co.	MANAGER, MNTSALES	1	\$1,295.00
In Process	FO 620	fo 620	MANAGER, MNTSALES	10	\$10,500.00
In Process	Sample	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In Process	test analyze and compare reports 2	test analyze and compare 2	MANAGER, MNTSALES	0	\$0.00

Fig. 1

ENCOMPASS ONLINE

☐ Create New Proposal > Customer/Location

PROPOSAL WORK FLOW

- ☐ Proposal Name/Type
- ☒ Customer/Location
- ☐ Current Product Info
- ☐ Solution Configuration
- ☐ Proposal Summary
- ☐ Generate Proposal

Proposal Name > Digital Imaging Solution

Please create or select a Customer to assign Location(s) for this proposal.

☒ Create New Customer/Location

Enter New Customer Name
ABC Corporation

Fig. 2

Fig. 3

Fig. 4

Fig. 4

ENCOMPASS ONLINE
View/Edit Proposal > Solution Configuration

PROPOSAL WORK FLOW

Proposal Name/Type
Customer Location

Configure

Contract/Terms
Product Pricing

Quantity

Analysis/Compare

Generate Proposal

CHANGE WORKFLOW
USAGE ASSUMPTIONS

OTHER COSTS

Please select Base Model to assign Configuration to this Proposal.

Base Model
Customer Location

The following configurations have been saved for: ESTUDIO050

Saved Configuration
524

Configuration Name

Studio 550 Printing System
506

MSRP

\$28,975.00
508

Base Price

\$0.00
510

Created by

BTASALES1.REP
512

Assign

CEDED
514

Configurations Assigned to this Proposal

Configuration/GroupName
None Found

MSRP

Base Price
Unassign

SAVE

Please select Base Model to assign Configuration to this Proposal.

Base Model
Customer Location

The following configurations have been saved for: ESTUDIO050

Saved Configuration
524

Configuration Name

Studio 550 Printing System
506

MSRP

\$28,975.00
508

Base Price

\$0.00
510

Created by

BTASALES1.REP
512

Assign

CEDED
514

Configurations Assigned to this Proposal

Configuration/GroupName
None Found

MSRP

Base Price
Unassign

SAVE

Please select Base Model to assign Configuration to this Proposal.

Base Model
Customer Location

The following configurations have been saved for: ESTUDIO050

Saved Configuration
524

Configuration Name

Studio 550 Printing System
506

MSRP

\$28,975.00
508

Base Price

\$0.00
510

Created by

BTASALES1.REP
512

Assign

CEDED
514

Configurations Assigned to this Proposal

Configuration/GroupName
None Found

MSRP

Base Price
Unassign

SAVE

Fig. 5

☒ ABC Corporation > Fleet Optimization#2

PROPOSAL WORKFLOW

☐ Quantity **602** **604**

☐ Proposal Name/Type

☐ Customer Location

☐ Current Product Info

☐ Solution Configuration

☐ Configure

☐ Contract Terms

☐ Product Pricing

☐ Supply Pricing

☐ Quantity

☐ Analyze/Compare

☐ Proposal Summary

☐ Generate Proposal

☒ **CHANGE WORKFLOW**

☒ **USAGE ASSUMPTIONS**

☒ **OTHER COSTS**

Products to be Replaced (by Type)

Product Type	Quantity Replaced	Total Monthly Usage		614	Total Mo. TCO
		Mono	Color		
Laser Printer	2	2,000	0		\$80.09
Copier	1	2,500	0		\$174.00
Total	3	4,500	0		\$254.09

606

Please enter Quantity and Average Monthly Usage to calculate Extended Payment.

Plan 1:36 Months FMV Lease
Billing Cycle (Monthly), Lease Factor (0.02773), Toner Included (No), Annual Escalation Charge (No)

Configuration / Group Name	Qty	Avg. Mo. Usage	Costs	616	624	626	Earnings
		Mono*	Color*	Equipment	TCO	Commission	AM 4 TOP
eStudio 160 Standalone	1	4500		3599.71	156.00	N/A	0
Extended		4500		3599.71	156.00	N/A	0
Total	1	4500	0	\$3599.71	\$156.00	\$0.00	0

618 **620** **622** **516** **202**

SAVE

Fig. 6

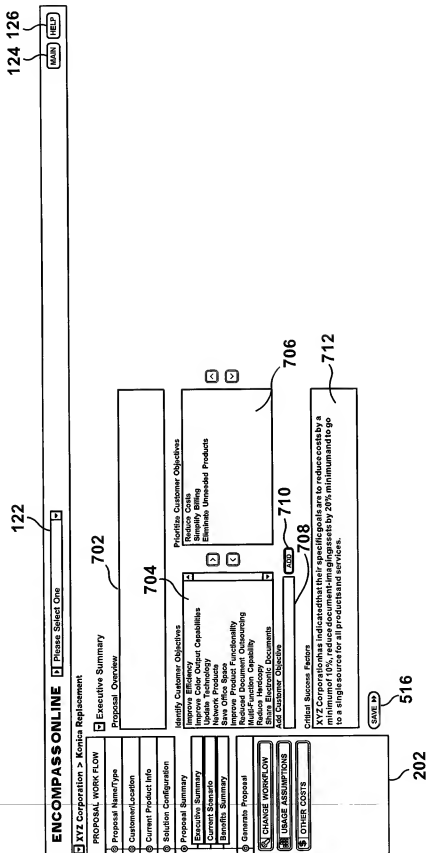



Fig. 7

Don't copy, lead.



ABC Corporation > Fleet Optimization #2

PROPOSAL WORK FLOW

- Proposal Number
- Customer Location
- Current Product Life
- Solution Configuration
- Proposal Summary
- Executive Summary
- Current Scenario
- Benefits Summary
- General Proposal

ENCOMPASS ONLINE ☐ Please Select One

122 802

☒ Benefits Summary

Customer Benefits Summary

The customer benefits summary allows you to add details about the benefits of your proposal.

806

Top Customer Benefits **CREATED** 804

The proposed solution provides a number of powerful benefits including:

- Total Cost of Ownership will be reduced by \$5,885 over the next 60 months
- 3 different supply items no longer need to be procured or stocked

810

Top Customer Features **CREATED** 808

- Copy, Print, Fax and Scan all in one compact footprint
- Two-sided output
- Improved image quality

812

Other Product Features **CREATED** 814

- Increased speed and productivity
- Increased paper capacity
- Two-sided output

516

124 816

HOME |

PROGRAMS SUPPORT SERVICES CORPORATE

Hiello, Minisales Manager

Magellan - Microsoft Internet Explorer

☒ Top Customer Benefits

Please select up to three Customer Benefits.

The Proposed solution provides a number of powerful benefits including:

Cost Benefits **818**

- Total Cost of Ownership will be reduced by \$5,885 over the next 60 months, a savings of 38.0%
- An average monthly reduction in Total Cost of Ownership of \$98.09 per month over the next 60 months
- Reduced outsourcing costs by \$9.00 annually

Productivity Benefits **820**

- Now and enhanced product features including Copy, Print, Fax and Scan all in one compact footprint, TWAIN-compat libiscanning and improved image quality
- Streamlined Document Workflow
- Improved Document Management and Organization
- Minimized space requirements

Fleet Management Benefits **822**

- Reduced the total number of copiers, printers and faxes by 66.67% from 3 to 1
- 3 different supply items no longer need to be procured or stocked
- Reduced the number of unique models of products from 3 to 1, a decrease of 66.67%
- Internal support costs will decrease from \$9.00 to \$0.00 monthly, a 100% savings
- The cost of purchase order and invoice processing will be reduced by \$0.00 monthly
- The number of vendors required to manage your fleet will decrease from 1 to 1, a change of 0%

Fig. 8

ENCOMPASS ONLINE

Please Select One

122

MAIN

HELP

124

126

ABC Corporation > Fleet Optimization#2

PROPOSAL WORK FLOW

Proposal Name/Type

Customer Location

Current Product Info

Solution Configuration

Proposal Summary

Generate Proposal

CHANGE WORKFLOW

USAGE ASSUMPTIONS

OTHER COSTS

Generate Proposal

902

Proposal Valid Through

MM

DD

YY

908

Order

Proposal Table of Content

908

1	Cover Page (Required)
2	Executive Summary
	<input checked="" type="checkbox"/> Proposal Overview
	<input checked="" type="checkbox"/> Current Cost/Usage
	<input checked="" type="checkbox"/> Customer Objectives
	<input checked="" type="checkbox"/> Critical Success Factors
	<input checked="" type="checkbox"/> Toshiba Benefits
3	Current Scenario
	<input checked="" type="checkbox"/> Overview
	<input checked="" type="checkbox"/> Highlight
	<input checked="" type="checkbox"/> Cost/Usage by Technology
	<input checked="" type="checkbox"/> Technology Overview
	<input checked="" type="checkbox"/> Supplies Overview
	<input type="checkbox"/> Fleet Management
4	Recommended Toshiba Solution
	<input checked="" type="checkbox"/> Solution Summary
5	Benefits of Recommended Solution

ATTACH DOCUMENTS

904

124

126